



CITY OF SANTA BARBARA

COUNCIL AGENDA REPORT

AGENDA DATE: September 27, 2011

TO: Mayor and Councilmembers

FROM: Business Division, Waterfront Department

SUBJECT: Service Agreement With ECCO Wireless

RECOMMENDATION:

That Council approve a four-year service agreement with ECCO Wireless USA, Inc. providing wireless internet service to the Harbor area users on a subscription basis, at no cost to the Waterfront Department.

DISCUSSION:

Internet service is currently available to all slips in the harbor via Cox Communications. However, the internet service Cox provides is not practical for visiting boaters. In April 2011, Waterfront Department staff issued a Request for Proposals (RFP) to select an additional internet provider for the harbor. The purpose of the RFP was to locate a wireless internet (WiFi) provider experienced in a marina environment that would provide its equipment and installation at no cost to the Waterfront Department. Proposals were received from ECCO Wireless and Foundation Telecommunications, Inc. ECCO has entered into a separate agreement with Cox Communication to provide access to the Cox Communications equipment.

After reviewing the proposals, staff determined that ECCO was the most responsive company, had the most extensive experience and the ability to meet the needs of the harbor area. The business terms of the proposed agreement are summarized as follows:

- **Term:** Three-year service agreement with a one-year option to renew;
- **Concession Fee Paid To Waterfront:** No fees for the first two years, \$50/month in year three, \$75/month in year four;
- **Service Options Paid By Subscribers:** \$4.95/hour, \$9.95/day or \$39.95/month, paid by the subscriber;
- ECCO shall at all times comply with all laws, statutes, ordinances, uniform codes, rules and regulations which govern, apply to the installation of the wireless system.

There is only a nominal fee from this concession, since the primary purpose of the WiFi service is to provide an amenity for Harbor users rather than a revenue source for the Department. The Harbor Commission recommended approval of the ECCO Wireless agreement at the September 15, 2011, meeting.

PREPARED BY: Scott Riedman, Interim Waterfront Director

APPROVED BY: City Administrator's Office